

Message Text

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21

ACTION SS-15

INFO OCT-01 NEA-10 ISO-00 CIAE-00 DODE-00 PM-04 H-02

INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 USIA-06

OMB-01 MC-02 ACDA-05 AID-05 EB-07 NRC-05 TRSE-00

ERDA-05 COME-00 /087 W
----- 086694

R 110840Z NOV 75

FM AMEMBASSY TRIPOLI

TO SECSTATE WASHDC 2691

C O N F I D E N T I A L TRIPOLI 1286

E.O. 11652: GDS

TAGS: MASS

SUBJECT: MUNITIONS CONTROL AND AGENTS FEES: LIBYA

REF: STATE 255260

1. SINCE SEPT 1974 LIBYAN ARMS BUYING FROM COMMERCIAL SUPPLIERS HAS BEEN CHanneled EXCLUSIVELY THROUGH A LIBYAN GOVT AGENCY CALLED AFRICA TRADE AND IMPORT (ATI), WHICH IS PROBABLY CONTROLLED BY LIBYAN INTELLIGENCE. ATI'S MODUS OPERANDI IS TO WAIT UNTIL THE SELLING COMPANY HAS FINISHED NEGOTIATIONS WITH THE MILITARY PROCUREMENT OFFICE, AND THEN TO STEP IN WITH A DEMAND FOR ANYTHING FROM FIVE TO TWENTY PERCENT AS AN "AGENT FEE". IF THE SELLER HAS NEGOTIATED HIS PRICE IN GOOD FAITH, HE IS IN AN UNEVIABLE POSITION, SINCE IT IS MADE CRYSTAL CLEAR TO HIM AFTER HIS NEGOTIATIONS THAT UNLESS HE COMES TO AN UNDERSTANDING WITH ATI'S OPERATIVES, THERE WILL BE NO DEAL.

2. IT IS EASIER TO DESCRIBE THIS SITUATION THAN TO PRESCRIBE REMEDIES FOR IT. SINCE WHAT IS INVOLVED IS ESSENTIALLY A GOVERNMENT-SANCTIONED SHAKEDOWN, LIBYAN GOVT ACTION TO REMEDY THE SITUATION IS UNLIKELY UNLESS THE OUTCRY FROM
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BUSINESSMEN AND THEIR GOVERNMENTS FORCES A CHANGE. FORTUNATELY,

THE QUESTION IS LARGELY ACADEMIC FOR THE U.S. AT THE MOMENT,
SINCE IT IS USG POLICY TO PROHIBIT SALES OF MUNITIONS TO
THE REGIME FOR THE TIME BEING. GOVT TO GOVT TRANSACTIONS,
SUCH AS SOVIETS AND FRENCH ARRANGE, ARE NOT SUBJECT TO
PAYMENT OF THE AGENT FEE TO ATL.
STEIN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MUNITIONS CONTROLS, ARMS SALES, ROYALTIES
Control Number: n/a
Copy: SINGLE
Draft Date: 11 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: woolflhd
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750391-0774
From: TRIPOLI
Handling Restrictions: n/a
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Margaret P. Grafeld
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06 JUL 2006

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